

Labor Services and Rates

Hughes Group Tradeshow Labor Rates

Efficiency and professionalism are the basis for our labor team. Each Individual takes pride in their work to a degree that it is no less than what they would accept themselves.

Rates for Hughes Group Labor (or local non-union Labor)

LABOR1 - HUGHES GROUP Warehouse Rate

Straight Time: \$75.00/hour

Includes time to arrange shipping/freight, filling out show books and show registration, and set-up, cleaning, maintenance and repairs for tradeshow displays.

Overtime is Not Applicable for this category – no rush charges.

LABOR 2 - Metro DC / Baltimore Labor Rate

Straight Time: \$78.00/hour

Straight time includes all hours worked between 8:00am and 4:30pm Mon-Fri

Overtime: \$117.00/hour

Includes all hours worked between 4:30pm and 8:00am Monday thru Friday
All hours worked on Saturday and Sunday

Let The Hughes Group, Inc. shoulder the burden of installing and dismantling your exhibit. The skills, professionalism, and experience of our management and supervision team are unsurpassed.

LABOR3 – Onsite Union Labor Rate

This rate is handled as a direct pass through of cost to the client (no markup) but cost varies based on the city and union rate and is not negotiable.

Straight Time: Varies Between \$54.00 and \$146.00/hour

Straight time includes all hours worked between 8:00am and 4:30pm Mon - Fri

Overtime: Varies between \$81.00/hour and \$219/hour

Includes all hours worked between 4:30pm and 8:00am Monday thru Friday and
All hours worked on Saturday and Sunday

LABOR4 - Supervision Rate

Straight Time: \$95.00/hour

Straight time includes all hours worked between 8:00am and 4:30pm Monday thru

Friday

Overtime: \$151.00/hour

Includes all hours worked between 4:30pm and 8:00am Monday thru Friday and
All hours worked on Saturday and Sunday

**General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Catalog / Price List**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**, a menu-driven database system. The INTERNET address for **GSA Advantage!** is <http://www.gsa.gov>

Schedule Title: FSC Group 99, Part IV – Signs; Displays; Identification Products; Traffic Control Devices; Exhibit Systems; and Related Products

FSC Class: 9905

Contract Period: May 1, 2004 through April 30, 2009

Contract Number: GS-07F-0219J

Contractor's Name, Address and Phone Number:

The Hughes Group
9520 Gerwig Lane, Unit F
Columbia, MD 21046

Telephone: (301) 587-0591

Fax: (301) 587-6285

E-Mail: info@thehughesgroup.com

Web Site: www.thehughesgroup.com

Contract Administration Source: Mr. Mark J. Blitz, Vice President

Business Size: Small Business / Dealer

Information for Ordering Activities:

1a. Table of Awarded Special Item Number (SIN's):

SIN: 366-22 Description: Trade show displays, exhibit systems and related products

1b. Lowest Priced Model Number and Price for each SIN:

SIN: 366-22

Model Number: 99-1040C

GSA Net Price: \$ 726.26

2. Maximum order limitation: \$100,000*

*If the "best value" selection places your order over this Maximum Order, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

Standard Form 1449, Contract for Commercial Items (Cont'd)
The Hughes Group
Contract GS-07F-0219J

3. **Minimum order limitation:** \$100.00 per SIN
4. **Geographic Coverage:**
50 United States, Washington, DC and Puerto Rico
5. **Point(s) of Production:**
Display Structures – Billings, MT (Yellowstone County)
The Hughes Group – Silver Spring, MD (Montgomery County)
6. **Discount:** See attached GSA Net Price list (discount already applied)
7. **Quality Discounts:** None
8. **Prompt Payment Terms:** Net 30
9. **Type of Government Purchase Card Accepted:** Visa, MasterCard and American Express
10. **Foreign Items:** None
- 11a. **Time of Delivery:**
21 Days for Rhino Jet and 30 Days for all others
- 11b. **Expected Delivery:**
3 Days for Hardware and 5 Days for Graphics. Items available for expedited delivery are noted in this price list or on a separate attachment.
- 11c. **Overnight and 2-day Delivery:**
Customer may call for availability and rates for overnight and 2-day delivery.
- 11d. **Urgent Delivery:**
When the delivery period above does not meet the customer's bona fide urgent delivery requirements, customers are encouraged, if time permits, to contact the contractor for the purpose of requesting accelerated delivery. The contractor shall reply within 3 workdays after receipt. (Telephonic replies shall be confirmed by the contractor in writing.) If the contractor offers an accelerated delivery time acceptable to the customer, any orders placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.
12. **F.O.B. Point:** FOB Origin
13. **Ordering Address:** Same as contractor
14. **Payment Address:** Same as contractor
15. **Warranty Provision:** Standard Commercial Warranty. Customer should contact contractor for a copy of the warranty.

Standard Form 1449, Contract for Commercial Items (Cont'd)
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16. **Export Packing Charges:** Not applicable
17. **Terms and Conditions of Government Purchase Card Acceptance:** Contractor will accept Government Purchase Cards of orders of \$2,500 or less.
18. **Terms and Conditions of Rental, Maintenance, and Repair:** NA
19. **Terms and Conditions of Installation:** See The Hughes Group Services Price List
- 20a. **Terms and Conditions of Repair Parts Indicating Date of Parts Price Lists and Any Discount From List Price:** NA
- 20b. **Terms and Conditions for Any Other Services:** See The Hughes Group Services Price List
21. **List of Service and Distribution Points:** NA
22. **List of Participating Dealers:** NA
23. **Preventive Maintenance:** See The Hughes Group Services Price List
24. **Year 2000 Compliant**
25. **Environmental Attributes:** Frames, Channel Bars, Cases are all recyclable.